

## Message Text

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71

ACTION EB-07

INFO OCT-01 EA-09 ISO-00 /017 W  
----- 020641

P 200200Z APR 76

FM AMCONSUL AUCKLAND

TO SECSTATE WASHDC PRIORITY 600

INFO USDOC WASHDC PRIORITY

ZEN AMEMBASSY/ WELLINGTON PRIORITY 185

AMEMBASSY CANBERRA PRIORITY

AMCONSUL MELBOURNE PRIORITY

AMCONSUL PERTH PRIORITY

AMCONSUL SYDNEY PRIORITY 77

UNCLAS AUCKLAND 158

E.O. 11652: N/A

TAGS: BEXP

SUBJ: PROPOSED IOWA STATE IOGA TRADE MISSION

REF: STATE 076438

1. AMEMBASSY WELLINGTON CONSURS WITH FOLLOWING COMMENTS ON  
PROPOSED MISSION PARTICIPANTS:  
SPORTING RECREATION EQUIPMENT:

MIRACLE:

NO PROSPECTS OF DIRECT SALES EXIST FOR THIS EQUIPMENT IN VIEW  
OF STRINGENT IMPORT LICENSING CONTROL. COMPANY MIGHT CONSIDER  
JOINT VENTURE OR LICENSING WITH A NEW ZEALAND MANUFACTURER.  
STANDARD GOLF CO.

SAME AS ABOVE. GOLFING INTEREST IS EXTENSIVE IN NEW ZEALAND  
AND JOINT VENTURE OR LICENSING FOR THE MANUFACTURE OF THIS  
EQUIPMENT SHOULD BE CONSIDERED.

DEB KOTE PIN CO.

THERE IS NEGLIGIBLE INTEREST IN BOWLING ALLEY EQUIPMENT IN N.Z.  
AMERICAN ATHLETIC EQUIPMENT CO.

GENERAL GYMNASIUM EQUIPMENT IS MANUFACTURED IN THIS COUNTRY.  
COMPANY WOULD EXPERIENCE IMPORT LICENSING DIFFICULTIES AND  
SHOULD CONSIDER JOINT VENTURE OR LICENSING.

FAIRFIELD GLOVE CO.

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THERMAL SOCKS, CAPS AND LEATHER DRESS GLOVES. MIGHT ACHIEVE

LIMITED SALES. WORK GLOVE REQUIREMENTS FOR N.Z. ARE MET FROM  
HIGHLY PROTECTED LOCAL MANUFACTURE.

AGRICULTURAL, CONSTRUCTION AND AUTOMOTIVE EQUIPMENT.

CONRAD INC.

MIGHT ACHIEVE LIMITED SUCCESS PROVIDED IT IS PREPARED TO  
CONSIDER JOINT VENTURE OR LICENSING ARRANGEMENTS.

GALARY HOMES

PROSPECTS LIMITED TO JOINT VENTURING OR LICENSING. THERE  
IS AN EXTENSIVE PREFAB AND MODULAR HOME INDUSTRY IN N.Z.  
BANTAM DIVISION - KOEHRING CO.

COULD EXPECT BUSINESS IN N.Z. AND IS A RECOMMENDED PROSPECT.

BERRY SYSTEMS.

THERE IS INTEREST IN THIS COMPANY'S EQUIPMENT.

FMC CORP.

COMPANY WELL KNOWN IN N.Z., PARTICULARLY WITH EQUIPMENT IN  
FOOD PROCESSING AND PACKAGING AND IN THE PAPER INDUSTRY.

MISSION COULD EXPECT SALES OF PROPOSED EQUIPMENT.

WOODKE ENTERPRISES.

MOST EQUIPMENT OFFERED COULD ONLY BE CONSIDERED FOR MANUFACTURING  
UNDER LICENSE OR UNDER JOINT VENTURE.

WAYNE ENGINEERING CORP.

REASONABLE SALES PROSPECTS FOR GARDEN TRACTORS AND CEMENT BRREAKERS  
BUT REMAINING EQUIPMENT COULD ONLY

EXPECT SUCCESS ON LICENSING OR JOINT VENTURE BASIS

CONCRETE PIPE MACHINERY CO.

GOOD FUTURE PROSPECTS POSSIBILITY OF WORTHWHILE SALES NOW.

HESSE AND CO.

COULD EXPECT TO DO BUSINESS ON A LICENSING OR JOINT VENTURE BASIS.

KWICK-WAY INTERNATIONAL, IOWA MOLD TOOLING CO., AND MACQUAY-  
PERFEZI CORP.

ALL COULD EXPECT TO DO BUSINESS.

OSBEARN INC., AND ADVANCE INDUSTRIES INC.

BOTH COULD EXPECT TO DO BUSINESS ON A JOINT VENTURE OR LICENSING  
BASIS.

NATIONAL OATS CO. AND MIDWEST BISCUIT CO.

THERE ARE REASONABLE PROSPECTS FOR THESE KINDS OF EQUIPMENT.

SPECIALMACHINERY

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GEODE INDUSTRIES

THERE IS A DEVELOPING 'COTTAGE INDUSTRY' FOR POLISHED GEM STONE  
JEWELRY IN N.Z. AND COMPANY COULD EXPECT TO DO SOME BUSINESS.

MISCELLANEOUS

BOB ALLEN CO. AND OWENS BRUSH CO.

COULD NOT EXPECT TO ACHIEVE DIRECT SALES BUT MIGHT ACHIEVE  
WORTHWHILE BUSINESS ON A JOINT VENTURE OR LICENSING BASIS.

2. POST WILL BE ABLE TO PROVIDE NORMAL SUPPORT TO MISSION DURING  
JUNE7 - 9 PERIOD.

WILLIAMS

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